

# Quarterly Report



Brenda Bufford, Chief

2nd Quarter 2006, Report No. 48

April - June 2006

## California Partnership for Long-Term Care

[www.dhs.ca.gov/cpltc](http://www.dhs.ca.gov/cpltc)

### Participating Insurers

- Bankers Life and Casualty Company
- California Public Employees' Retirement System (PERS)
- Genworth Financial (Formerly GE Capital Assurance)
- John Hancock
- MetLife
- New York Life Insurance Company

### II. Quarterly and Cumulative Statistics

<ul style="list-style-type: none"><li>• California Public Employees' Retirement System (PERS)</li><li>• Genworth Financial (Formerly GE Capital Assurance)</li><li>• John Hancock</li><li>• MetLife</li><li>• New York Life Insurance Company</li></ul>		<u>This Quarter</u>	<u>To Date</u>		
		Applications received:	3,618	110,677	
		Applications Denied:	588	18,881	
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I	Consumer Inquiries	Pg 1			
II	Quarterly and Cumulative Statistics	Pg 1-2			
III	Daily Benefits Distribution	Pg 2			
IV	Maximum Benefit Amounts Distribution	Pg 3	Policies Purchased:	3,030	91,796
V	Elimination Period Distribution	Pg 4			
VI	Age of Policyholders	Pg 4			
VII	Trends	Pg 5	Policies Dropped (voluntary & for unknown reasons):	211	9,731
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IX	Service Utilization	Pg 7	Policies Not Taken Up:	79	5,478

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### I. Consumer Inquiries

	<u>This Quarter</u>	<u>To Date</u>
Number of Consumers Who Called Toll-Free (CARE445)	93	26,973
Website Visits	15,868	220,406

## II. Quarterly and Cumulative Statistics - continued

<u>Age</u>	<u>This Quarter</u>	<u>To Date</u>
Median	56	60
Target Age (55-74)	1,583 (58%)	52,153 ( 68%)
Other Ages	1,157 (42%)	24,398 ( 32%)

### Gender

Female	1,599 (58%)	44,985( 59%)
Male	1,141 (42%)	31,566 ( 41%)

### Marital Status

Married	1,833 (67%)	53,895 ( 70%)
Not Married	907 (33%)	22,211 ( 29%)
Unknown	0 ( 0%)	445 ( 1%)

### Policy Type

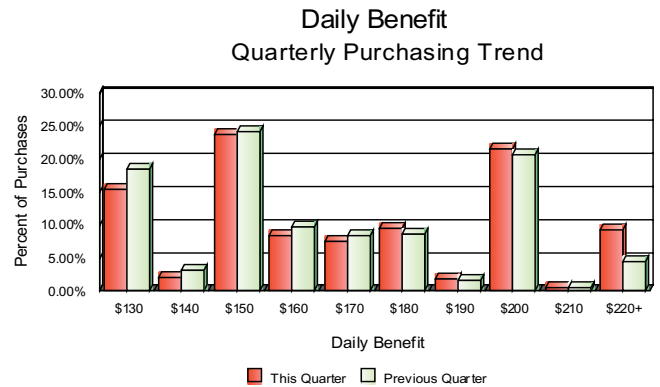
Comprehensive	2,634 (96%)	72,816 ( 95%)
Nursing Home	106 ( 4%)	3,735 ( 5%)

### Purchase Type

First Time Purchase	2,666 (97%)	72,450 ( 94.6%)
Upgrade	22 (0.8%)	1,040 ( 1.4%)
Replacement	52 ( 2%)	3,053 ( 4%)
Reinstatement	0 ( 0%)	8 ( <1%)

Totals for each category above      2,740 (100%)      76,551 (100%)

## III. Daily Benefit Distribution

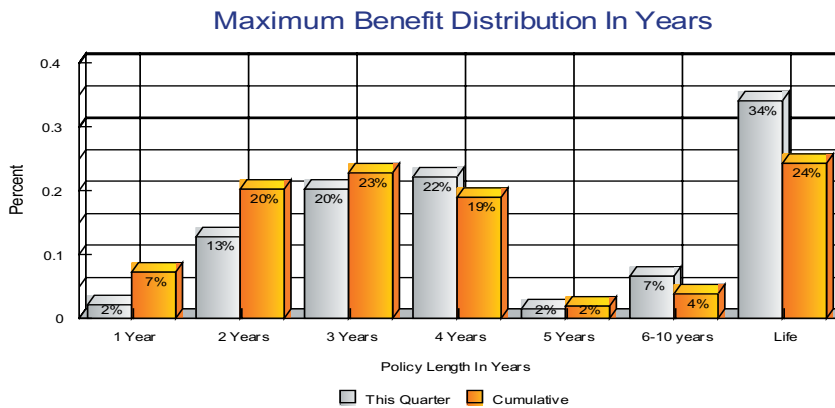


<u>Daily Benefit</u>	<u>This Quarter</u>	<u>Previous Quarter</u>
\$130	422 (15.35%)	419 (18.57%)
\$140	57 ( 2.09%)	71 ( 3.14%)
\$150	652 (23.75%)	544 (24.11%)
\$160	231 ( 8.40%)	221 ( 9.77%)
\$170	208 ( 7.57%)	192( 8.50%)
\$180	263 (9.60%)	195 (8.65%)
\$190	48 ( 1.94%)	35 (1.54%)
\$200	593 (21.62%)	466 (20.63%)
\$210	13 ( 0.46%)	13 ( 0.56%)
\$220 or More	253 ( 9.25%)	102 ( 4.53%)

## IV. Maximum Benefit Amounts Distribution

### Maximum Benefit (In Years)

	1 Yr	2 Yr	3 Yr	4 Yr	5 Yr	6-10 Yr	Life	All
<b>This Quarter # Policies</b>	62	350	558	612	42	182	934	2,740
<b>This Quarter %</b>	2%	13%	20%	22%	1%	7%	34%	100%
<b>Cumulative # Policies *</b>	5,631	15,504	17,545	14,585	1,604	3,023	18,659	76,551
<b>Cumulative %*</b>	8%	20%	23%	19%	2%	4%	24%	100%



NOTE: Any differences in percentages between this graph and the table above are merely due to rounding.

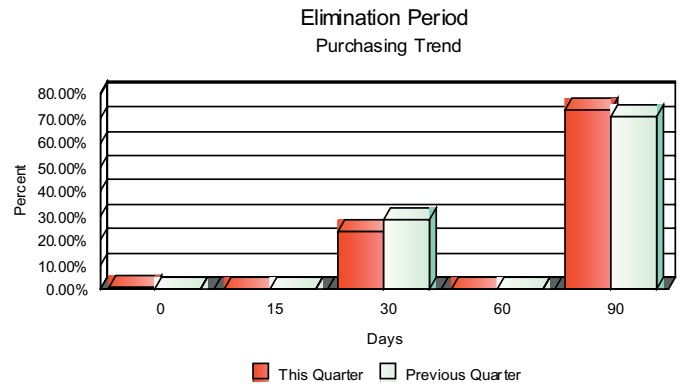
### Characteristics By Maximum Benefit In Years (This Quarter)

#### Characteristic

	1 Yr	2 Yr	3 Yr	4 Yr	5 Yr	6-10 yr	Life	All
Married	53%	63%	67%	69%	76%	67%	67%	67%
Female	58%	58%	58%	59%	58%	59%	58%	58%
Average Age	59	58	58	56	56	56	60	58
Target Ages	63%	67%	69%	62%	60%	59%	44%	58%
New Purchase	89%	97%	97%	97%	98%	98%	91%	95%
Comprehensive Policy	88%	99%	99%	100%	100%	100%	94%	97%

## V. Elimination Period Distribution (at time of purchase)

<u>Days</u>	<u>This Quarter</u>	<u>Previous Quarter</u>
0	0.77%	0.07%
15	0.15%	0.07%
30	23.96%	28.49%
60	0.25%	0.56%
90	73.18%	70.80%



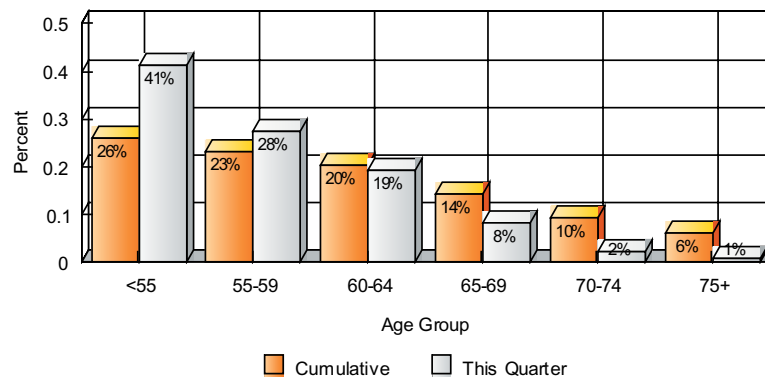
## VI. Age of Policyholders (at time of purchase)

### Age Group

	<55	55-59	60-64	65-69	70-74	75+	Total
This Quarter # Policies	1,130	754	533	231	65	27	2,740
This Quarter %	41%	28%	19%	8%	2%	1%	100%
Cumulative # Policies	19,870	17,877	15,676	11,092	7,291	4,745	76,551
Cumulative %	26%	23%	20%	15%	10%	6%	100%

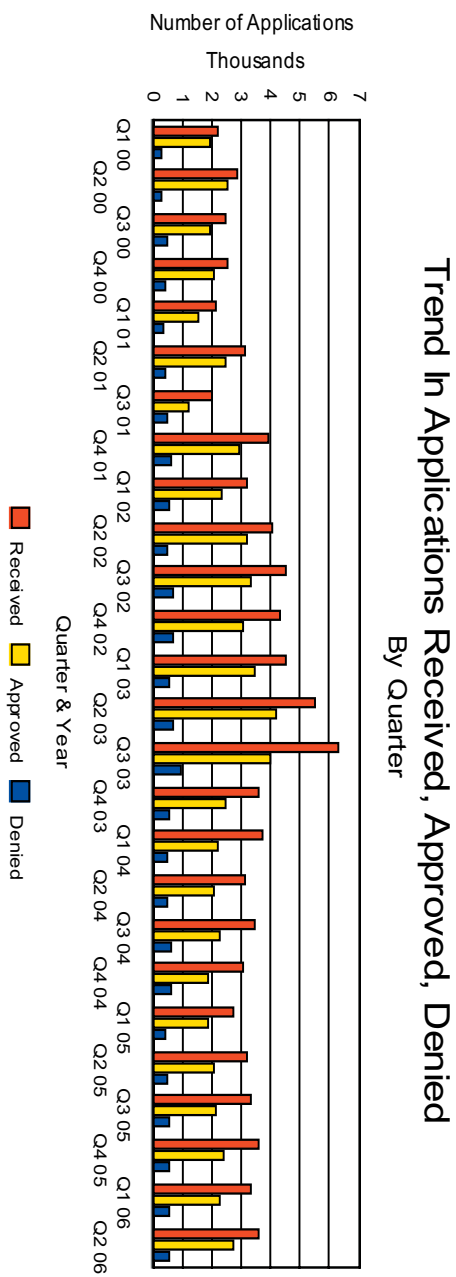
### Policyholders Age Distribution

By Age Group



VII. Trends

Quarter	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003				2004				2005				2006	
										Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Received	402	2,979	4,598	2,182	2,716	8,110	10,047	11,262	16,146	4,498	5,546	6,309	3,614	3,732	3,141	3,434	3,089	2,758	3,197	3,335	3,585	3,365	3,618
Approved	237	2,123	3,095	1,366	2,606	6,592	8,530	8,179	11,921	3,461	4,213	4,028	2,444	2,216	2,065	2,260	1,884	1,858	2,080	2,172	2,386	2,258	2,740
Denied	60	713	1,039	809	631	1,518	1,517	1,942	2,405	558	705	960	582	500	505	603	624	405	527	561	594	535	588



Redesigned policies available as of the 4th. quarter of 1998

## VII. Policyholders and Asset Protection Earned

	This Quarter	Cumulative*
Number of policyholders to date who have qualified to receive benefit payments	87	1,452
Total asset protection earned by all policyholders who received benefits	\$2,786,337	\$40,143,345
Number of policyholders currently in benefit/payments made	408	N/A
Number of policyholders who have exhausted benefits	16	139
Total asset protection earned to date by policyholders that have exhausted benefits	\$1,165,080	\$8,570,193
Number of policyholders that died while in benefit	31	452
Total asset protection earned that will NOT be accessed due to policyholders demise while in benefit	\$878,765	\$8,042,097
Number of policyholders who have exhausted their policy benefits and accessed Medicaid as of 6/30/2006	3	35
Asset protection earned by policyholders who have exhausted their policy benefits and accessed Medicaid as of 6/30/2006	0	\$2,126,645
Medicaid (Medi-Cal) cost savings as of 6/30/2006	N/A	\$16,957,123

\*NOTE: Cumulative totals may drop or rise out of sync with the current quarter figures and on the surface may not appear to consolidate with the previous quarter cumulative figures. This can be due to a variety of reasons. For example, data is audited on an ongoing basis; therefore, data is updated to reflect new information. Additionally, a Partner insurer may fall behind on reporting and catch up in the current quarter, thereby, creating a seemingly irreconcilable cumulative figure.

### Policyholders Who Exhausted Their Policy Benefits And Accessed Medi-Cal Breakdown By Policy Length and Age Group

Policy Length (Yrs.)	1	2	3	4	5	6-10	Life
Age At Purchase							
<55		1		1			n/a
55-59							n/a
60-64							n/a
65-69		2					n/a
70-74	8	3					n/a
75-79	5	2					n/a
80-84	8	2					n/a
85-89	1						n/a
90-94	2						n/a
95+							n/a
Totals:=====>	24	10		1			

Policy Length (Yrs.)	1	2	3	4	5	6-10	Life
Age At Benefit							
<55							n/a
55-59		1		1			n/a
60-64							n/a
65-69		1					n/a
70-74	4	2					n/a
75-79	7	3					n/a
80-84	6	2					n/a
85-89	4	1					n/a
90-94	2						n/a
95+	1						n/a
Totals:=====>	24	10		1			

## VIII. Service Utilization

Type of Service (Other Than Care Management)	This Quarter, % of All Services Rendered to Policyholders In Ben- efit (408) by Type of Service	Cumulative % of All Services Rendered to All Policyholders (1,452) by Type of Service
Skilled Nursing Facility	9%	10%
Assisted Living Facility/RCF	23%	25%
Other Alternative Housing	1%	2%
Home Health Aide Services	10%	13%
Attendant Care	10%	12%
Personal Care	27%	20%
Homemaker (non-personal care)	2%	1%
Care Planning (benefit cost)	4%	2%
Coordination	5%	1%

NOTE: services amounting to less than 1% usage during the quarter are excluded. Therefore, the percentages total may not equal 100%.

Type of Service (Administrative Costs)	This Quarter, % of All Services Rendered to Policyholders In Ben- efit (408) by Type of Service	*Cumulative % of All Services Rendered to All Policyholders (1,452) by Type of Service
Assessment & Care Planning	18%	10%
Assessment Only	17%	9%
Care Planning Only	10%	8%
Coordination Only	13%	3%
Monitoring Only	22%	54%
Reassessment Only	20%	16%

NOTE: Care Management Services (reported as administrative costs) amounting to less than 1% are excluded. Therefore, the percentages total may not equal 100%.

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